

December Debrief:

This fall was an exciting one for the Defense arm of OED.

The first trickle of results from our Indiana defense asset study are coming in. We've learned that there are 1,500 Indiana companies and universities with Federal contracts. Those contracts total some \$4.5 Billion. Indiana is ranked 17th for federal contract dollars and OED is working hard to help Indiana businesses grow both those figures.

One way is through the asset study which was publicly unveiled this month, and through our new volunteer data collection site for contractors: [www.IndianaDefenseSurvey.com](http://www.IndianaDefenseSurvey.com).

OED with the help of the Central Indiana Corporate Partnership is reaching out to the defense community, gathering data that will help drive this economic development initiative. Eventually, a procurement forecast will be created that will help inform Indiana Businesses and universities what opportunities might be on the horizon from entities such as the Department of Defense (DOD), The National Aeronautic and Space Administration (NASA), and the Department of Homeland Security (DHS).

In November, we facilitated a visit to NSA Crane for 50 business owners and others interested in knowing more about the facility and doing business with Crane and DOD. The meeting brought business owners, educators and state officials together to explore potential relationships and find resources for new economic development. The visit was a tremendous success with a number of concrete indications of that success on the horizon.

At the same time, the new E85 pump at Crane was officially put in service. Crane has a fleet of 150 E85 compatible vehicles. According to officials at Crane, the availability of an alternative fuel is expected to reduce the use of conventional fuel by 38,000 gallons a year.

As a result of a Pentagon request, OED is leading Indiana's initiative to develop alternative fuels for U.S. military aircraft. Currently the Air Force uses 300,000 barrels of fuel a day. The Coal to Liquids (CTL) initiative, spearheaded by OED and the Indiana Center for Coal Technology Research (CCTR) has been singled out as a driving force in this project. Based on this technology and the amount of coal available in the state for this process, Indiana has the potential to produce 20 Billion barrels of oil equivalent from coal. This has the potential for huge economic impact on Indiana, and a prime example of the convergence of Defense and Energy.

OED continues to be a pivot point for economic development efforts, fostering business relationships within Indiana's defense contractor community.

These initiatives include:

Providing consulting services to Indiana companies wanting to do business with the Federal Government, along with other helpful Business-to-Business assistance.

Overseeing the Indiana Defense and Homeland Security Working Group, which pulls together Homeland Security, state Universities, Indiana defense assets such as the Indiana National Guard, NSA Crane and other key Economic Development entities to coordinate various statewide efforts

Monthly briefings to update Indiana's Congressional delegation on the current economic climate among the states defense-related community.

All of these initiatives are pointing Indiana to a greater independence from potentially unstable energy sources while growing Hoosier jobs.